

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Marlock, Inc.

Tennessee Manufacturing Extension Partnership

Better Software Helps Marlock Reduce Costs And Increase Sales

Client Profile:

Marlock, Inc. is a privately held, 35 year-old company employing 125 people in Maynardville, Tennessee. Marlock's primary product is molded polyurethane mirror frames, with annual sales averaging \$10 million to \$25 million.

Situation:

Marlock needed to convert to more automated manufacturing processes. The company contacted the Tennessee Manufacturing Extension Partnership (TMEP), a NIST MEP network affiliate, for assistance in the selection of a new manufacturing software package.

Solution:

TMEP partnered with electronic commerce consultant Mr. Walt Williams to help Marlock find the most appropriate manufacturing software package for its needs. Mr. Williams applied his extensive manufacturing and automated systems experience to Marlock's situation, analyzing the current status of its software and working with the company's managers and production supervisors to determine their desired future state. Based on this analysis, Mr. Williams set performance parameters that had to be met by any software package selected. He then determined which available software packages would meet these parameters and provided a comparative analysis (capabilities, expandability, compatibility with current and customer systems, etc.) of these available systems to company management. Based on Mr. Williams' presentation, Marlock selected a new software package. With its help, the company has significantly reduced costs and increased sales thanks to improved productivity and improved efficiency.

Results:

- Selected need-specific software to automate manufacturing processes.
- Increased productivity and competitiveness.
- Increased sales by an estimated \$100,000 per year.
- Retained all existing employees and added 10 new workers.
- Reduced material costs and reduced inventory by \$50,000.
- Saved additional bottom line contributions of approximately \$390,000.
- Made a \$150,000 capital investment to realize these gains.

Testimonial:

www.mep.nist.gov



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